

# WAIS Inc

*Wide Area Information Servers*

October 6, 1994

Mr. Wayland Brill  
Hopkins & Carley  
150 Alameda Blvd., 15th Floor  
San Jose, CA 95113

Dear Wayland:

Thank you very much for all the help and advice on starting our company.  
You and your compatriots helped steer us clear of many pitfalls.

As you know, we have retained the law firm of Wilson, Sonsini, Goodrich & Rosati to be WAIS, Inc.'s company counsel. As a result of your past representation of us., I am writing to request that you send any and all files, documents, letters, and/or research of or concerning WAIS, Inc. in your possession to Christopher J. Younger at Wilson, Sonsini, Goodrich & Rosati, 650 Page Mill Road, Palo Alto, California 94304-1050.

Thank you and I hope to work with you in the future.

If you have any questions, please feel free to call.

Sincerely yours,



Brewster Kahle  
President, WAIS, Inc.

Allen Morgan Wilson Sonoma

second help free  
Legal Advt fee

\$275/hr

Chris Hassett PED 408-253-0894

call after 8/1

Ted Leonard call 8/8

~~Inter~~ 408-366-6000 x 239

Rod MacGregor Entertainment Television

cash/let

call

871-2

Allen Morgan  
Andrew Bridges  
Steve Durant

Software patent Institute

28-29 sept ST Get technology Branding  
\$800 conference Andrew Bridges

Z

Send standard letter on trademark

add to license agreement Logo on query report.

John Fielder

Bruce Dankoff

Mervil Pickard

Allen Morgan

• legal Audit free  
Articles stock

• 6 Months at \$1500  
cover costs  
patents not covered  
patent survey covered  
by financing Not  
Licensing covered

~\$1500 / trademark

To: amorgan@wsgr.com  
From: Brewster@WAIS.COM (Brewster Kahle)  
Subject: meeting next week  
Cc: judy

Allen,

I am looking forward to the meeting next week.

I would like to understand the types of services that we should be aware of and roughly how they work. I am sure there are many things that you can help with that we do not know yet.

I am interested in meeting the people who will be involved in several areas and what type of interaction you suggest (eg how can we "cookie cutter" these areas vs custom interaction, what parts you will take the lead on, etc.):

- Hawke*
- \* contract and licensing
    - "legal audit" of current contracts
    - contracting issues for:
      - licensing in technology
      - licensing out technology
      - building production services under contract
    - International contracts expertise specifically Japanese
  - \* Internal legal structures
    - board of directors support
    - "legal audit" of employment and contractor practices and forms
    - setting up stock option system
  - \* Intellectual property issues:
    - patents: should we survey patent opportunities?
    - Steve* *Duvalt* what is a cost effective way to pursue those patents
    - trademark: review trademark status and new opportunities
    - copyright: there will be future issues in copyright of published work
  - \* support of financing opportunities
  - \* support of recruiting
  - \* discuss our business relationship: phases of our relationship (eg flat fee to discounts to full fee etc).

What areas am I missing?

Lets talk this afternoon to iron this out.

Thanks

-brewster

To: amorgan@wsgr.com  
From: Brewster@WAIS.COM (Brewster Kahle)  
Subject: meeting next week  
Cc: judy

Allen,

I am looking forward to the meeting next week.

I would like to understand the types of services that we should be aware of and roughly how they work. I am sure there are many things that you can help with that we do not know yet.

I am interested in meeting the people who will be involved in several areas and what type of interaction you suggest (eg how can we "cookie cutter" these areas vs custom interaction, what parts you will take the lead on, etc.):

- \* contract and licensing
  - "legal audit" of current contracts
  - contracting issues for:
    - licensing in technology
    - licensing out technology
    - building production services under contract
  - International contracts expertise specifically Japanese
- \* Internal legal structures
  - board of directors support
  - "legal audit" of employment and contractor practices and forms
  - setting up stock option system
- \* Intellectual property issues:
  - patents: should we survey patent opportunities?
  - what is a cost effective way to pursue those patents
  - trademark: review trademark status and new opportunities
  - copyright: there will be future issues in copyright of published work
- \* support of financing opportunities
- \* support of recruiting
- \* discuss our business relationship: phases of our relationship (eg flat fee to discounts to full fee etc.).

What areas am I missing?

Lets talk this afternoon to iron this out.

Thanks

-brewster